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STATE OF DELAWARE
REAL ESTATE COMMISSION

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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, August 7, 2014 at 9:30 a.m.

PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware

MINUTES APPROVED: 9/04/2014

MEMBERS PRESENT

Donna Klimowicz, New Castle County, Professional Member, Chairperson
Tim Riale, Sussex County, Professional Member, Vice Chairperson
Danielle Benson, New Castle County, Professional Member
Barbara Brodoway, New Castle County, Public Member
Doug Doyle, Kent County, Professional Member
Michael Rushe, Kent County, Public Member

DIVISION STAFF

Jessica Williams, Administrative Specialist II

ALSO PRESENT

Karen Alleva, New Castle County Board of Realtors
Ron Hohrein, Keller Williams

MEMBERS ABSENT

Tom Burns, Kent County, Professional Member
Casey Price, Sussex County, Professional Member
Tammy Reagan, Sussex County, Professional Member
Elaine Woerner, New Castle County, Professional Member

CALL TO ORDER

Ms. Klimowicz called the meeting to order at 9:35 a.m.

NEW BUSINESS

Review Requests for Reconsideration of Instructor Approval

Ron Hohrein – Requesting to be Reconsidered for Approval of Pre-Licensing Courses

Mr. Hohrein addressed the Committee requesting that they reconsider his request to be approved for the pre-licensing course. He provided the Committee with a brief history of his teaching experience. Mr. Hohrein

was advised that the Committee felt that his teaching experience is limited, although he meets the requirements listed in the Education Guidelines. The Committee feels as though experience in teaching real estate is essential to teach the pre-licensing course. The Committee considered Mr. Hohrein's experience in mathematics. Ms. Benson moved, seconded by Mr. Rushe, to amend Mr. Hohrein's instructor approval to teach pre-licensing mathematics. Motion unanimously carried.

Review of Instructor Applications

Mr. Riale moved, seconded by Ms. Brodoway, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Andrew Wetzel – **Approved to Teach Module 7 Only, Not Approved to Teach Modules 2 or 6 as Requested**

Continuing Education: Module 2; Module 6; Module 7 – Realtors Property Resource (RPR); ABR; E-PRO; SFR; SRES; Ethics

Review of Course Provider Applications

Mr. Riale moved, seconded by Mr. Doyle, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: Delaware Association of Realtors

Course Title: Home Inspections, Blessing or Curse **Approved for Module 7 Only, Not Module 3 as Requested & Provider Needs to Modify the Outline to Reflect the Approved Module**
Credit Hours: 3.0
Module: 3

Ms. Brodoway moved, seconded by Mr. Rushe, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: Sussex County Association of Realtors

Course Title: Post Foreclosure Settlements **Approved for Module 7 Only, Not Modules 3 or 5 as Requested**
Credit Hours: 3.0
Module: 7

Mr. Doyle moved, seconded by Mr. Rushe, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: Maryland Association of REALTORS

Course Title: Successfully Navigating Short Sales **Approved Contingent upon Removing State Specific Information**
Credit Hours: 3.0
Module: 7

Review of Student Requests for Approval of Continuing Education

Mr. Doyle moved, seconded by Mr. Rushe, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Student Name: Kevin McGowan

Course Title: 2014 SIOR World Conference

Course Provider: SIOR

Credit Hours: 5.0

Requesting Approval for Modules: 6 & 7

**Approved for 3.0 Hours in Module 7 Only,
Not Approved for Module 6 As Requested**

Review of Course Provider Applications

Mr. Rushe moved, seconded by Mr. Riale, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: Association of Realtors School

Course Title: CRS 200: Business Planning and Marketing **Approved**

Credit Hours: 6.0

Module: 6 & 7

Course Title: New Home Construction and Buyer Representation **Approved for 3.0 Hours Only, Not 7.0 Hours as Requested; Approved for Module 6 or Module 7**

Credit Hours: 7.0

Module: 6 or 7

Course Title: New Negotiating Edge: A 5-Step Behavioral Model **Approved for 3.0 Hours Only for Module 7, Not Module 6 as Requested**

Credit Hours: 3.0

Module: 7

Course Title: Short Sales and Foreclosures (SFR) **Approved**

Credit Hours: 6.0

Module: 6 & 7

Course Provider: Delaware Association of Realtors

Course Title: Module 1: Agency & Fair Housing **Approved**

Credit Hours: 3.0

Module: 1

Course Title: Module 5: Legislative Issues **Approved**

Credit Hours: 3.0

Module: 5

Course Title: Practical Tips for Listing Agents **Approved**

Credit Hours: 3.0

Module: 6

Course Provider: Jack Lingo, Inc., REALTOR

Course Title: Risk Management **Approved**

Credit Hours: 3.0

Module: 4

Course Title: Practical Tips for Listing Agents **Approved**

Credit Hours: 3.0

Module: 6

Course Provider: Maryland Association of REALTORS

Course Title: I don't Give a Twit – Social Media Risk Management **Approved**

Credit Hours: 3.0

Module: 7

Course Title: Regulatory Issues & Technology – An Introduction to Social Media **Approved**

Credit Hours: 3.0

Module: 7

Course Title: Understanding Settlement Procedures & the HUD 1 **Denied – Maryland Specific**
Credit Hours: 3.0
Module: 7

Course Title: When Intimidation Isn't Flattering – Intellectual Property Law for Real Estate Professionals
Credit Hours: 3.0 **Approved**
Module: 7

Course Provider: New Castle County Board of Realtors
Course Title: "Everything You Always Wanted to Know About Ethics" **Approved**
Credit Hours: 3.0
Module: 2

Course Provider: Omega Real Estate School
Course Title: Agency, Fair Housing & Ethics **Approved**
Credit Hours: 3.0
Module: 1

Course Title: The Agreement of Sale & The Listing Agreement **Approved**
Credit Hours: 3.0
Module: 3

Course Provider: Sterling Education Services
Course Title: Landlord-Tenant Law: Leases, Evictions, Litigation and Settlements **Approved for 3.0 Hours Only, Not 8.0 Hours as Requested, Approved for Module 6 or 7**
Credit Hours: 3.0
Module: 6 or 7

Course Provider: The CE Shop, Inc.
Course Title: Enhance Your Brand & Protect Your Clients with Data Privacy & Security **Approved**
Credit Hours: 3.0
Module: 7

Course Title: Roadmap to Success: Business Planning for Real Estate Professionals **Approved**
Credit Hours: 3.0
Module: 7

Course Title: Uncle Sam has Homes for Sale: Listing and Selling HUD Homes **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: Sussex County Association of Realtors
Course Title: Consumer Decision Journey **Approved for Module 7 Only, Not Module 6 as Requested**
Credit Hours: 3.0
Module: 6 or 7

Review of Instructor Applications

Mr. Rushe moved, seconded by Ms. Riale, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Trista Curzydlo **Approved**
Continuing Education: Module 7 – I Don't Give a Twit – Social Media; Risk

Management; When Intimidation Isn't Flattering: Intellectual Property Law for Real Estate Professionals

Gee Dunsten **Approved**

Continuing Education: Module 7 – Successfully Navigating the Short Sale

Alisha Cooper **Approved for Math Only, Not Approved to Teach Financing as Requested**

Pre-Licensing Course: Orientation – Math Pre-Test; Real Estate Mathematics

Broker's Course: Mathematics

Robert Flynn **Approved to Teach Modules 3 or 7**

Continuing Education: Module 3; Module 7 – Understanding the Settlement Procedure & the HUD 1

Edward Hatch **Approved**

Continuing Education: Module 6; Module 7 – CRS 200; CRS 201; CRS 202; CRS 210; New Negotiating Edge; Extraordinary Customer Service; CRB; Risky Business in RE; CRB – Customer Service; Customer Service Referral Business

Bill Lublin **Tabled – Incomplete Application**

Continuing Education: Module 7 – Regulatory Issues & Technology – An Introduction to Social Media

Robert Weir **Approved**

Continuing Education: Module 2

Lori Darkow **Approved**

Pre-Licensing Course: Mathematics

Franklin Serio **Approved**

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – All CRS Courses, Business Planning, Negotiation; Technology; Selling Skills

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Legal & Governmental Aspects of Real Estate; Real Estate Investment; Mathematics

Review of Student Requests for Approval of Continuing Education

Mr. Rushe moved, seconded by Mr. Riale, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Student Name: Brian Doreste **Denied – Courses are PA Specific**

Course Title: General Module – Mandatory Continuing Education

Course Provider: Polley Associates

Credit Hours: 6.0

Requesting Approval for Modules: 5 and 7

Student Name: Brian Doreste **Denied – Courses are PA Specific**

Course Title: Real Estate Investment – Broker Level Course

Course Provider: Polley Associates

Credit Hours: 18.0

Requesting Approval for Modules: 1, 2, 3, 4, 6, & 7

Student Name: Brian Doreste **Denied – Courses are PA Specific**
Course Title: Residential Module – Mandatory Continuing Education
Course Provider: Polley Associates
Credit Hours: 6.0
Requesting Approval for Modules: 5 & 7

Student Name: Brian Doreste **Denied – Courses are PA Specific**
Course Title: Residential Property Management – Broker Level Course
Course Provider: Temple University
Credit Hours: 18.0
Requesting Approval for Modules: 1, 2, 3, 4, 6 & 7

Student Name: Charlene Carter **Denied – Courses are PA Specific**
Course Titles: Property Management Success, Part I
 Property Management Success, Part II
 Foreclosure Basics
 How Licensees Manage Risk
 Environmental Laws
Course Provider: RealEstateCE.com
Credit Hours: 14
Requesting Approval for Modules: 2, 4, 5, 6 & 7

Review Requests for Reconsideration of Instructor Approval

AJ Johnson – Requesting to be Reconsidered for Approval of Module 1 (Agency & Fair Housing)

The Committee reviewed the request for reconsideration submitted by AJ Johnson requesting approval to teach Module 1. According to the correspondence, Mr. Johnson was a previously approved instructor, who was approved to teach Fair Housing.

At the request of the Committee, Ms. Williams researched and discovered that Mr. Johnson was in fact, approved to teach fair housing in the area of professional enhancement. Mr. Rushe moved, seconded by Mr. Riale, to recommend that the Commission uphold their previous decision to deny Mr. Johnson's request. The current Education Guidelines stipulate that Module 1 must contain Agency and Fair Housing. After reviewing Mr. Johnson's application again, the Committee determined that he is not qualified to teach agency. Mr. Rushe moved, seconded by Mr. Riale, to deny the request to be an approved instructor for Module 1. Motion unanimously carried.

Discussion Regarding the Denial of Applications

Ms. Williams advised the Committee that the Commission requested that they discuss why they have been denying applications that contain errors instead of tabling the applications for the errors to be corrected. Pursuant to Rule 7.1 and 7.2 of the Education Guidelines, "an application that is incomplete when filed may not be considered to have been filed". Additionally, the applications clearly state that "applications that are incomplete or unsigned will be rejected" Ms. Benson moved, seconded by Ms. Brodoway, to send the application form to the Commission for their review. Motion unanimously carried.

UNFINISHED BUSINESS

Review Previously Tabled Instructor Application for Heidi Gilmore

The Committee reviewed Heidi Gilmore's instructor application, which was tabled during the June 26, 2014 meeting due to Ms. Gilmore not submitting her resume. Mr. Doyle moved, seconded by Mr. Riale, to

approve Ms. Gilmore's instructor application for New Licensee Modules 1 – 4; Continuing Education Modules 1 – 7; Pre-Licensing Orientation and Real Estate Law, and Real Estate Documents; Financing; Ethics; and Legal and Governmental Aspects of Real Estate for the Broker's Course. Motion unanimously carried.

REVIEW OF MINUTES

Mr. Doyle moved, seconded by Ms. Benson, to approve the June 26, 2014 minutes as presented. Motion unanimously carried.

NEW BUSINESS

Update from the Commission – Ms. Klimowicz

Ms. Klimowicz advised the Committee that the Commission accepted all their recommendations. She reported that the Commission will be conducting mock reviews of the hearing officers' recommendations during the Annual Seminar.

CORRESPONDENCE

There was no correspondence.

PUBLIC COMMENT

There was no public comment.

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

There was no other business before the Committee.

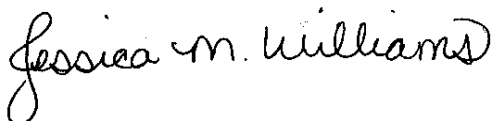
NEXT SCHEDULED MEETING

The next meeting will be held on Thursday, September 4, 2014 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

ADJOURNMENT

There being no further business, Mr. Doyle moved, seconded by Ms. Brodoway, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 11:45 a.m.

Respectfully submitted,



Jessica M. Williams
Administrative Specialist II